



Email to Export Accounts  
*March 19, 2004*

I have changed my email address to [jeremy@lectrotab.com](mailto:jeremy@lectrotab.com) so no longer use the webtv.net address. Please make a note. We are now well into our seventh production year and I can confirm that the Lectrotab product is proving to be strong, reliable and well suited for the job it's intended to do. And, thanks to you and to all of our other export associates around the world for introducing the Lectrotab product to your respective markets.

As you may be aware, most of our production in 1998, 1999 and 2000 was exported. Only in 2001 did we produce sufficient product for our market here at home and began with small boat builders and boatyards. Today, we have 62 small boat builders using Lectrotab and about as many dealers who retail the product. Production is currently at about 10,000 actuators per year but with more assembly people, we are equipped to produce 48,000 per year and have the facility to expand from there to whatever the market needs. So, if you need it, we'll have it.

In 2002, we expanded our U.S. sales effort by engaging several manufacturers' representatives, who employ about a dozen people, and are calling on the larger U.S. boat builders. Our first large builder to switch to Lectrotab was Carver Yachts, in May of 2002. It's been two years now with zero reported problems of any sort. We are beginning now to call on all of the other major U.S. builders and expect significant progress before year's end. I will keep you advised.

Most larger U.S. boat builders have export operations so being able to confirm a worldwide distributor presence is helpful. Thanks to you guys for this significant benefit.

Be sure and change my email address to [jeremy@lectrotab.com](mailto:jeremy@lectrotab.com). More next week.

Regards,

L. Jeremy Crews  
President